

Message Text

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PAGE 01 MOSCOW 08056 181806Z
ACTION EUR-12

INFO OCT-01 ISO-00 TRSE-00 SS-15 EB-08 OMB-01 NSCE-00
L-03 SSO-00 CIAE-00 INR-10 NSAE-00 INRE-00 /050 W
-----062382 181814Z /47

O 181730Z APR 78
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC IMMEDIATE 0594
USDOC WASHDC

C O N F I D E N T I A L MOSCOW 08056

USDOC FOR BEWT

E.O.11652:GDS
TAGS:EEWT, UR, US
SUBJECT: BUSINESS FACILITATION MEETINGS

REF: STATE 96834

1. EMBASSY WELCOMES DEPARTMENT'S DRAFT NON-PAPER ON BUSINESS FACILITATION MEETINGS. WE THINK THAT NON-PAPER COVERS LEVEL, PERIODICITY AND SITE OF MEETINGS CLEARLY AND IN A FORM NOT EASILY OPEN TO SUBSEQUENT REDEFINITION BY SOVIETS.

2. WE HAVE SOME CONCERN ABOUT POINT C, HOWEVER, SINCE IT IS SOMEWHAT LESS SPECIFIC AND INEVITABLY OPEN TO SUBJECTIVE INTERPRETATION, AS TO WHAT CONSTITUTES A BALANCE OF BENEFITS. A VERY CONCRETE PROBLEM IN THESE MEETINGS, AS WE FORESEE IT, IS THAT SOVIET SIDE IN MOSCOW WILL BE ONLY FROM MINISTRY OF FOREIGN TRADE AND NOT INCLUDE ANY OF THE SEVERAL AGENCIES WHOSE ACTIVITIES IMPINGE ON AMERICAN BUSINESSMEN. FOR EXAMPLE, MFA, INTOURIST, UPDK AND OTHERS AFFECT THEM ALL, AND MANY BUSINESSES ARE ACCREDITED TO OTHER ORGANS THAN THE MFT (E.G. STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY, STATE
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BANK, INTOURIST, ETC.). WE WOULD LIKE TO FIND A FORMULA ENCOURAGING THE PARTICIPATION OF THESE ORGANIZATIONS IN THE MEETINGS. AT A MINIMUM, WE THINK THAT THE MFT SHOULD BE OBLIGED TO ACKNOWLEDGE THAT THE BUSINESS FACILITATION MEETING IS A PROPER FORUM TO RAISE ISSUES WHICH AFFECT AMERICAN BUSINESSMEN, EVEN IF NOT STRICTLY WITHIN FRAMEWORK OF MFT COMPETENCE. THEREFORE, WE RECOMMEND THAT

POINT C BE REVISED AS FOLLOWS, IN ORDER TO DEAL WITH THIS ASPECT: "THEY SHOULD BE CONDUCTED IN SUCH A MANNER AS TO FOSTER A BALANCE OF BENEFITS FOR BOTH SIDES AND WILL DEAL WITH ISSUES RELATED TO FOREIGN TRADE WHICH ARE WITHIN THE COMPETENCE OF THE RESPECTIVE GOVERNMENTS." IF THE SOVIETS BALK AT THIS LANGUAGE, ON GROUNDS THAT MFT CANNOT SPEAK FOR OTHERS (A DODGE WHICH, WE RECALL, MANZHULO USED LAST JUNE WHEN QUESTION OF MULTILATERAL VISAS WAS RAISED IN WASHINGTON), WE SHOULD AT MINIMUM WIN THEIR AGREEMENT THAT MFT WILL REFER THE MATTERS TO THE APPROPRIATE AGENCIES OF THE SOVIET GOVERNMENT AND WILL PROVIDE A RESPONSE.

3. IN THE MEANTIME, WE HAVE BEEN PERSISTING IN OUR EFFORTS ON THIS END TO ARRANGE ANOTHER BUSINESS FACILITATIVE MEETING, SINCE MANZHULO HAD INDICATED THAT HE WAS WILLING TO MEET. COUNSELOR ASKED ZINOV'YEV RECENTLY IF SUCH A MEETING COULD BE SCHEDULED THIS MONTH. ZINOV'YEV IMMEDIATELY RESPONDED THAT MANZHULO WAS WILLING. WE HAVE BEEN SUBSEQUENTLY ADVISED THAT THIS SESSION WILL TAKE PLACE ON APRIL 24 OR 25.

4. SINCE WE SEEM TO BE MAKING HEADWAY ON THIS ISSUE, WE BELIEVE THAT IT WOULD BE BETTER TO TRY TO GET SOVIETS TO ACCEPT LANGUAGE COMMITTING THEM TO DEAL WITH BROAD RANGE OF QUESTIONS AND THAT WE SHOULD THEREFORE PROPOSE AMENDMENT OF POINT C ALONG LINES SUGGESTED. IN EVENT THAT
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SOVIET SIDE OBJECTS, WE WOULD BE WILLING TO FALL BACK TO A FORMULA WHEREBY OTHER AGENCIES WOULD NOT BE PRESENTW IN TALKS THEMSELVES BUT MFT WOULD HAVE RESPONSIBILITY TO RESPOND TO LEGITIMATE TRADE FACILITATION ISSUES WHICH LIE OUTSIDE ITS IMMEDIATE COMPETENCE.

5. WE WILL BE PROVIDING GENERAL OUTLINE OF ISSUES WE PLAN TO RAISE WITH MANZHULO NEXT WEEK. IN MEANTIME, WE WOULD WELCOME ANY THOUGHTS WHICH DEPARXENT OR USDOC MAY HAVE AS TO POINTS IT BELIEVES WE SHOULD MAKE TO MANZHULO. TOON

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Message Attributes

Automatic Decaptioning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, MEETINGS, BRIEFING MATERIALS, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 18 apr 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW08056
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D780166-0126
Format: TEL
From: MOSCOW
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780445/aaaabmcu.tel
Line Count: 104
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: f49007ac-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: ONLY
Reference: 78 STATE 96834
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 17 jun 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2934084
Secure: OPEN
Status: NATIVE
Subject: BUSINESS FACILITATION MEETINGS
TAGS: EEWT, UR, US
To: STATE COM
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/f49007ac-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014